

November 29, 2017

The Honorable Wilbur Ross  
Secretary  
U.S. Department of Commerce  
1401 Constitution Ave., N.W.  
Washington, DC 20230

Dear Secretary Ross:

The Environmental Technologies Trade Advisory Committee (ETTAC) is a federally-established committee whose purpose is to advise on the policies and procedures of the U.S. Government that affect environmental technology exports. In this capacity, we write to convey our strong support for the United States to return to the negotiating table of the Environmental Goods Agreement (EGA) to ensure the elimination of tariffs on environmental goods.

As you consider negotiations beyond NAFTA, we hope EGA will be one of the top priorities given the competitiveness of the U.S. environmental industry. Our industry contributes significantly to U.S. jobs and export revenue. The global market for environmental goods and services reached \$1.05 trillion USD in 2015. According to Environmental Business International, Inc, the U.S. environmental industry supported 1,626,900 jobs. The estimated revenue from the industry in 2016 was \$329.7B, an increase of 2.7% from 2015, and in 2015, export sales contributed \$51.2B (15.5%) to this sector. Growth in this industry is forecasted to average 3.4% annually from 2017-2019 but could be improved with adjustments to trade policy and promotion.

“[T]ariffs remain a substantial and limiting barrier to trade in environmental technologies. In many markets, high tariffs compound the price differential for U.S. environmental technologies, making U.S. products prohibitively expensive in many markets or eroding profitability of U.S. goods in export markets,” according the International Trade Administration’s 2017 Top Markets Report for Environmental Technologies.

While the U.S. industry is strong, we face stiff global competition and tariffs as high as 35% in key markets. Eliminating these tariffs will improve access to U.S. technologies, unlock opportunity for U.S. exporters, spur innovation and create jobs for U.S. workers.

As a global leader in environmental technology, the U.S. industry sees the EGA as an excellent opportunity to seize real benefits for the United States.

Thank you for your efforts in support of American companies and workers. We look forward to working with you to drive growth and level the playing field for the U.S. environmental technology and services industry.

Sincerely,

A handwritten signature in black ink, appearing to read "Ron Swinko", with a stylized flourish at the end.

Ron Swinko  
Chair, ETTAC

cc: Robert E. Lighthizer, U.S. Trade Representative